

~~118 SEP 1986~~  
Date

**ROUTING AND TRANSMITTAL SLIP**

TO: (Name, office symbol, room number, building, Agency/Post)		Initials
1.	<del>EXA</del> DA Registry - 7D18 Hdqs.	<del>118 SEP 1986</del>
2.		
3.	DDA REG.	<del>118 SEP 1986</del>
4.		
5.		

Action	File	Note and Return
Approval	For Clearance	Per Conversation
As Requested	For Correction	Prepare Reply
Circulate	For Your Information	See Me
Comment	Investigate	Signature
Coordination	Justify	

**REMARKS**

Please find attached the responses to two letters to the DCI, offering their services to the Agency

**DO NOT** use this form as a **RECORD** of approvals, concurrences, disposals, clearances, and similar actions

**FROM:** (Name, org. symbol, Agency/Post)

PMS/OL

5041-102

GPO : 1983 O - 381-529 (301)

**OPTIONAL FORM 41** (Rev. 7-76)  
Prescribed by GSA  
FPMR (41 CFR) 101-11.206

STAT

Central Intelligence Agency



Washington, D.C. 20505

11 SEP 1986

Datapoint Corporation  
1655 North Ft. Myer Drive  
4th Floor  
Arlington, Virginia 22209

DD/A REGISTRY  
FILE: 45-1

Attention: Mr. Kevin Gaffney  
Federal Sales Representative

Dear Mr. Gaffney:

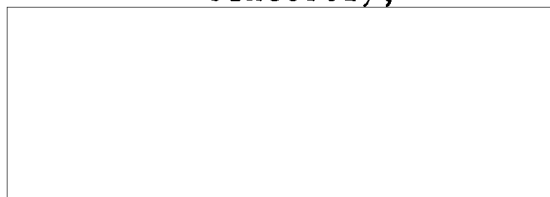
Your letter to the Deputy Director has been forwarded to this Office for action. In order that we can inform the components within this Agency of the capabilities which you offer, it would be appreciated if you would complete and return the enclosed Solicitation Mailing List Application and Certificate Pertaining to Foreign Interests (TO BE COMPLETED BY THE PARENT COMPANY), along with any descriptive literature on your product/services to the address below:

Procurement Management Staff  
Office of Logistics  
Central Intelligence Agency  
Washington, D.C. 20502

Upon receipt of the completed forms, your company's name will automatically be placed on our Bidders Mailing List and your material routed internally. The interested component will contact you when there is a need or a requirement.

Thank you for offering your services to the Central Intelligence Agency.

Sincerely,



Procurement Management Staff  
Office of Logistics

OL-5046-86



Enclosures

Distribution:

Orig - Adse

2 - DDA

1 - EXEC Registry

1 - OL Reader

1 - PMS Official

1 - PMS Chrono

## ROUTING AND TRANSMITTAL SLIP

Date

5 SEP 86

TO: (Name, office symbol, room number,  
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Initials

Date

1. C/PROCUREMENT MANAGEMENT STAFF/OL

2.

3.

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## REMARKS

#1 FOR ACTION AS APPROPRIATE

(Direct courtesy response and dissemination  
for interest)

OC RECEIVED CY

CC: D/OIT

DO NOT use this form as a RECORD of approvals, concurrences, disposals,  
clearances, and similar actions

FROM: (Name, office symbol, Agency/Post)

Room No.—Bldg.

Executive Assistant to the DDA

Phone No.

5041-102

\* U.S.G.P.O.: 1983-421-529/320

OPTIONAL FORM 41 (Rev. 7-76)  
Prescribed by GSA  
FPMR (41 CFR) 101-11.205

STAT



Executive Registry

86- 3872X

August 27, 1986

Mr. Robert Gates  
Deputy Director  
Central Intelligence Agency  
Washington, D.C. 20505

Dear Mr. Gates;

Datapoint has recently introduced a revolutionary video communication product which could greatly enhance personal communications and decision making within the Central Intelligence Agency. This product is currently being engineered to meet NACSIM 5100A requirements and is expected to be put on the PPL in FY87. Current customers include both NSA and The Office of the Secretary of Defense.

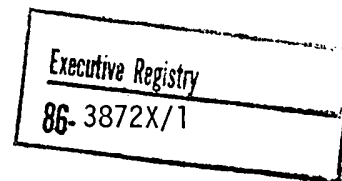
The Multimedia Information Network Exchange (MINX) brings full-motion color video and voice communications to the desk top...providing a true breakthrough in information flow and productivity. MINX can operate in geographically dispersed organizations utilizing high speed telephone lines or within a local environment such as an office building or a campus style complex. Minx can also be used as a distributed auxiliary station linked to a centralized video conference room or facility.

If your organization is geographically dispersed, is involved in time critical or crises management decision making, or is communications intensive, MINX is worth investigating.

Please read through the enclosed brochure. If you need further information I can provide you with a nine minute videotape which demonstrates the MINX product or can arrange for a live demonstration. I can be reached at 841-7677.

Sincerely,

Kevin Gaffney  
Federal Sales Representative



August 27, 1986

[Redacted]  
Executive Director  
Central Intelligence Agency  
Washington, D.C. 20505

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Sincerely,

A handwritten signature in cursive script, appearing to read 'Kevin Gaffney'.

Kevin Gaffney  
Federal Sales Representative

Central Intelligence Agency



Washington, D.C. 20505

11 SEP 1986

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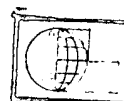
Thank you for offering your services to the Central Intelligence Agency.

Sincerely,



Procurement Management Staff  
Office of Logistics

OL-5046-86



Enclosures

Distribution:

Orig - Adse

✓ 2 - DDA

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1 - OL Reader

1 - PMS Official

1 - PMS Chrono

## ROUTING AND TRANSMITTAL SLIP

Date

5 SEP 86

TO: (Name, office symbol, room number,  
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## REMARKS

#1 FOR ACTION AS APPROPRIATE

(Direct courtesy response and dissemination  
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OC RECEIVED CY -

CC: D/OIT

DO NOT use this form as a RECORD of approvals, concurrences, dispositions,  
clearances, and similar actions

FROM: (Name and symbol, Agency/Post)

Room No.—Bldg.

Executive Assistant to the DDA

Phone No.

5041-102

\* U.S.G.P.O.: 1983-421-529/320

OPTIONAL FORM 41 (Rev. 7-76)  
Prescribed by GSA  
FPMR (41 CFR) 101-11.206

STAT



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86- 3872X

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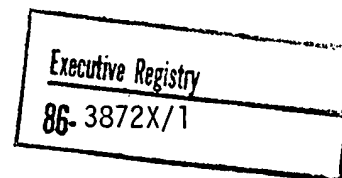
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Sincerely,

Kevin Gaffney  
Federal Sales Representative



August 27, 1986

[Redacted]  
Executive Director  
Central Intelligence Agency  
Washington, D.C. 20505

Dear [Redacted]

STAT

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Kevin Gaffney  
Federal Sales Representative

DDA bly.

Central Intelligence Agency



Washington, D.C. 20505

11 SEP 1986

EXECUCOM Systems Corporation  
2000 Corporate Ridge  
Suite 415  
McLean, Virginia 22102

Attention: Mr. John W. Guenther  
Director, Federal Marketing.

Dear Mr. Guenther:

Your letter to the Director has been forwarded to this Office for action. In order that we can inform the components within this Agency of the capabilities which you offer, it would be appreciated if you would complete and return the enclosed Solicitation Mailing List Application and Certificate Pertaining to Foreign Interests (TO BE COMPLETED BY THE PARENT COMPANY), along with any additional descriptive literature on your product/services to the address below:

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Thank you for offering your services to the Central Intelligence Agency.

Sincerely,



Procurement Management Staff  
Office of Logistics

Enclosures

Distribution:

Orig - Adse

✓ 2 - DDA

1 - EXEC REGISTRY

1 - OL Files

1 - PMS Official

1 - PMS Chrono

OL-5045-86



STAT

**Page Denied**

# ROUTING AND TRANSMITTAL SLIP

Declassified in Part - Sanitized Copy Approved for Release 2011/12/20 : CIA-RDP88G01332R000700750029-2

5 SEP 86

TO: (Name, office symbol, room number, building, Agency/Post)	Initials	Date
1. C/PROCUREMENT MANAGEMENT STAFF/OL		
2.		
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Action	File	Note and Return
Approval	For Clearance	Per Conversation
As Requested	For Correction	Prepare Reply
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Coordination	Justify	

## REMARKS

#1 FOR ACTION AS APPROPRIATE

CC: D/OIT

D/OL



DO NOT use this form as a RECORD of approvals, concurrences, disposals, clearances, and similar actions

FROM	Room No.—Bldg.
Executive Assistant to the DDA	Phone No.

5041-102

U.S.G.P.O.: 1985-421-529/320

OPTIONAL FORM 41 (Rev. 7-76)  
Prescribed by GSA  
FPMR (41 CFR) 101-11.206

# EXECUTIVE SECRETARIAT

## ROUTING SLIP

TO:	ACTION	INFO	DATE	INITIAL
1 DCI				
2 DDCI				
3 EXDIR		X		
4 D/ICS				
5 DDI				
6 DDA	X			
7 DDO				
8 DDS&T				
9 Chm/NIC				
10 GC				
11 IG				
12 Compt				
13 D/OLL				
14 D/PAO		X		
15 D/PERS				
16 VC/NIC				
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20				
21				
22				

SUSPENSE \_\_\_\_\_ Date \_\_\_\_\_

Remarks To 6: For direct response, action as appropriate.

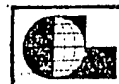
Executive Secretary

4 Sept 86

3637 (10-81)



Execucom Systems Corporation  
2000 Corporate Ridge  
Suite 415  
McLean, VA 22102  
(703) 749-3660



August 27, 1986

Mr. William J. Casey  
Director  
Executive Office of the President  
Statutory Offices  
Central Intelligence Agency  
Washington, DC 20505

Executive Registry

86- 3865X

Dear Mr. Casey,


As an executive, you know and can appreciate that the Federal Government is a very large and complicated business. It constantly puts all of your executive skills to the test and brings to mind one central concern—increasing the decisionmaking effectiveness of you and your staff. An answer may be the use of a Decision Support/Planning System.

Execucom Systems Corporation offers the Federal Government executive an answer. We have been serving the planning industry for over ten years and have the largest market share of any software vendor in our niche of the market. At present, we have a client base that includes the Federal Government, Fortune 1000 companies, and hundreds of universities. Our clients are experiencing the benefits of planning applications that range from the preparing and monitoring of their budgets to a customized EIS (Executive Information System).

We believe that it is in your best interest to let us provide you with an executive briefing. The session will offer you insight and facts about how Execucom provides products and support for better decisionmaking.

So that you may understand more about Execucom and what we may provide you, we've enclosed two documents for your review. Please take ten minutes to read them. If our offer is of interest, we'd appreciate a letter or phone call (703/749-3660). Jud Cairns, our Federal Marketing Consultant, and I will be happy to discuss your agency's needs. This is the first step towards learning how Decision Support can enhance your decisionmaking skills.

Sincerely,

  
John W. Guenther  
Director, Federal Marketing

JWG/abo

Enclosures

Central Intelligence Agency



Washington, D.C. 20505



11 SEP 1986

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2000 Corporate Ridge  
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McLean, Virginia 22102

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Office of Logistics

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Enclosures

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Orig - Adse

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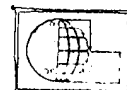
1 - EXEC REGISTRY

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OL-5045-86



**Page Denied**

# ROUTING

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ROUTING SLIP

5 SEP 86

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Executive Assistant to the DDA	Phone No.

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U.S.G.P.O.: 1985-421-529/320

OPTIONAL FORM 41 (Rev. 7-76)  
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7	DDO				
8	DDS&T				
9	Chm/NIC				
10	GC				
11	IG				
12	Compt				
13	D/OLL				
14	D/PAO		X		
15	D/PERS				
16	VC/NIC				
17					
18					
19					
20					
21					
22					

SUSPENSE

Date

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Executive Secretary

4 Sept 86

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3637 (10-81)

STAT  
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